

Message Text

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R 251032Z APR 78
FM AMEMBASSY WARSAW
TO USDOC WASHDC
INFO SECSTATE WASHDC 4680
AMEMBASSY BUCHAREST
AMEMBASSY PRAGUE
AMEMBASSY VIENNA

UNCLAS WARSAW 3434

COMMERCE FOR BEWT/OEWD/MURRIN FROM FRISBY

VIENNA FOR VONTILLIUS

EO 11652N/A
TAGS; BEXP RO
SUBJ: REPORT ON MATERIALS TESTING TSS, BUCHAREST, APRIL 17-19, 1978

1. THIS SEMINAR WAS CONSIDERED A SUCCESS BY THE EIGHT PARTICIPATING COMPANIES AND BY EMBASSY BUCHAREST. THE FIRST DAY'S SESSION WAS ATTENDED BY OVER 120 ROMANIAN ENGINEERS AND TECHNICIANS AND SEVERAL VISITORS FROM YUGOSLAVIA. THE SECOND DAY'S SESSION WAS ATTENDED BY 95 ROMANIANS. TWO OLD-TO-MARKET FIRMS REPORTED SIGNING CONTRACTS FOR APPROXIMATELY 308,000 DOLLARS.

2. ALL PARTICIPANTS HAD TWO PRE-ARRANGED APPOINTMENTS WITH FTO'S AND MINISTRIES. ALL COMPANIES HAD ADDITIONAL APPOINTMENTS DURING AND FOLLOWING THE SEMINAR.

3. IN ADDITION TO THE CONTRACRS SIGNED, ONE COMPANY EXPECTS TO CONCLUDE A JOINT VENTURE AGREEMENT IN
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ROMANIA DURING THE NEXT TWELVE MONTHS.

4. THE EVENING OF APRIL 17 A RECEPTION WAS HELD AT THE HOME OF LEE SANDERS, ECONOMIC/COMMERCIAL COUNSELOR. THE RECEPTION WAS WELL ATTENDED BY MINISTRY AND FTO OFFICIALS. ON APRIL 19, SEMINAR PARTICIPANTS WERE INVITED TO A BRIEFING BY THE MINISTRY

OF FOREIGN TRADE.

5. ROMANIAN OFFICIALS STATED THAT THE PRESENTATIONS WERE OF HIGH INTEREST TO THEM AND BENEFICIAL. THE EMBASSY PROVIDED OUTSTANDING SUPPORT FOR THE ORGANIZATION OF THE SEMINAR AND TO THE SEMINAR PARTICIPANTS.

6. THE TOTAL COST OF THE SEMINAR WAS WELL WITHIN THE BUDGET. SCHAUFEL

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